

1112 Berkshire Ave  
Pittsburgh, Pa

Feb 21, 1957

Dear Hans: Glad to hear from you. I well know what a job it is after an auction and with your cramped space it is really a problem. I hope you did not let Abner impose on you too much. I well remember what a 'sucker' they made out of you at the joint A.N.A. Convention auction (Wormser & Grunthal).

I do hope Zita is feeling better. Aside from the possibility of pregnancy you must remember that she is facing strange people in a strange land where the food, water, customs, language and many other things are new to her. I am sure she will adjust to all of these in time.

Regarding the two fake coins...please note that Hearn does NOT KNOW that Fred Baldwin gave me the full details on these pieces. ONLY YOU AND I KNOW THAT FRED WAS THE "EXPERT" so please don't mention this to Hearn. In my mind there is no question about the Inchiquin-Ormund mile. The Scotch counterstamp aroused my suspicions ONLY because it was on a Pillar & Peel whereas almost all come on the Bust type. Fred not only pronounced them false but told me who had them made. If Hearn does not adjust the matter soon I am going to give the details to the proper people in London and I am quite sure he won't find that to his liking. Be careful that you do NOT tell him about Fred altho I have no objections if you would tell him I am getting tired of waiting a definite adjustment from him.

Write or phone me as soon as you have something definite from Boyd. I hope you can work out something not only on his own collection of Oriental coins but also to get the foreign and ancient section from Raymond Kettner. I note Charles has publicly announced that he was working on the appraisal of the JS coins. I am wondering if Olga has been turned against you for any reason? Surely, you should be closer to her than John Ford and surely she should give you the foreign and ancients.

I do not know what you have in mind in Washington but hope it works out. Note however, that it will take a great deal more than a hundred thousand dollars to BUY my odd and curious collection outright. That amount could tie up the collection so that a full price choice could be made and the balance could be sold. What I mean is that in many cases I have have dozens or scores of varieties from which the best representative specimens could be chosen and the balance could be sold and thus help pay for the ones retained. Right now I am cataloguing and mounting the new acquisitions made since January first 1956.

Do not quite understand your statement "I must print the Scandinavian list". WHAT LIST? Before I left I think I catalogued the stock of SPAIN, PORTUGAL, ITALY, DENMARK, NORWAY but I did not get to the Swedish. Also to

be put in proper chronological order are GERMANY, FRANCE, SWEDEN, GERMANY, NEAR EAST, FAR EAST, MEXICO, CENTRAL & SOUTH AMERICA. A new list of cut and counterstamped coins and siege pieces, also a new crown list would be in order.

I want to make plans for the next year and would like to spend ~~maxim~~ April, May & June in New York. July and August at the Lake. Helen and I plan (or dream) of taking a trip around the world late in 1957 or early in 1958. Do not plan on going to Switzerland for the Match Sale, nor the IAPH Convention in Barcelona in June.

Am not pleased with the March catalogue. The catalogue is fine but they did not keep their promise on illustrations. As a matter of fact I lowered the value limit on coins so be illustrated to save THEM expense and the first catalogue was fine. Now, many coins worth many times the minimum limit set for illustrating have not been pictured. On top of that the estimates are too low in almost all cases and I will have to enter protective bids on many lots as I can sell better here than their estimates. Also, I am very much disappointed at the way they have handled the mailing. Last Wed or Thursday I had a letter from Heller saying he had received the catalogues for mailing (this was to protect YOUR customer list), on Friday I had your note that the catalogue was 'fine'...BUT....not until last Saturday did I get a COPY BY ORDINARY MAIL.

Fridmore is Fred Fridmore who is in the British Army and a colleague or collaborator with Wadex on many articles in the Spink's Chronicle. He had intended to write on the West Indies but his collection is small but his records stronger so I have asked him to collaborate with me. His brother is a collector in Maryland who bought the Luffield collection and he managed to have a nice lot of West Indies. However, I have written him twice and had no answer so will drop him unless I hear from P.E. Anderson will check my copy when it is ready.

Not sure I understand your statement about photos. You say you are going to do it if your name is carried as the distributor. This book will probably appear in a number of editions in the Spink's Chronicle and it is our thought at Will that he is going to book form...or maybe Spink will decide to print it in book form only. If you mean you will like to have the distribution in the Spink's Chronicle then that could be arranged. If you mean you would want to be the sole distributor I can't see how that could be arranged as first it would be necessary to get David doing an release on from my moral obligation and second you would have to put up the money for the plates, printing etc and that might win him some money. In any event it will take at least a year to get the material ready.

I may try to run down to NY over a week end but can't make it until I make some arrangements to see the people I would want to see on such a trip. Will write you as soon as I have made plans. In the meantime if you have anything definite about April-May-June let me know before I make other plans.

Regards

Howard

PS: Got my O/c from Paris

HOWARD D. GIBBS

1112 Berkshire Avenue      Pittsburgh 26 Penna

March 4, 1957

Dear Hans: Thanks for your letter of the first. I am very much pleased that everything has worked out well with Zita. As I wrote you the change of food, water, air, surroundings could upset any newcomer.

It is indeed unfortunate that you are so constantly handicapped by lack of capital and the only thing you can do is buckle down and try to make a "stake" or get finances so you can carry on a business. It goes without saying that your present quarters are not sufficient and are a definite handicap not only physically but psychologically. People coming in for the first time certainly are not impressed and there is no way of their knowing the background of some of your competitors so they jump to the wrong conclusion and that hurts business, particularly when it comes to seeing through you or others.

I was certain that you wrote me to have Minagi send on the iron and zinc tempo trees and don't know what happened except that the deal was delayed and he only got them recently from an estate. I am writing him today about other matters and will mention the matter again as these should not get away. I have three iron trees now but never saw a zinc one.

Don't worry about people thinking you have money abroad..let them think so..it is better for you that they do.

I am not at all pleased with Mildenberg or Rosenberg. The catalogue is perfect BUT...first..they were to send me the catalogue by airmail as soon as it was off the press. BEFORE I GOT A COPY I had a letter from Leonard in Amsterdam and you from New York telling me how fine it was. Several days later I got ONE by boat mail. Second I was to get ten copies by boat mail and have never received them; Third; when I wrote back and forth about plates Mildenberg-Rosenberg said they would illustrate all coins worth over TWENTY DOLLARS. I replied that this was not fair to them and suggested FORTY dollars. They followed this to the letter in sale No. 1. In this sale they failed to illustrate HUNDREDS of coins which Rosenberg himself ESTIMATED at over \$40. Now Mildenberg is crying the blues because costs of printing have gone up and they are losing money. Hell's bells he told me repeatedly they did not expect to make money. The fact that the catalogues are nice, that my name is attached along with a dime will buy a cup of coffee but it won't fill my bank account nor repay me for the money I spent for the coins over these fifty years. FOURTH. Rosenberg has placed very low estimates on many of the coins, he has listed some dates and has omitted a great many others which probably means either a lot of coins coming back that were not even catalogued or an argument about where OVER

the coins are. Don't misunderstand me..I am not saying they are pulling anything but I don't understand many coins not being listed. Also Rosenberg has eliminated a great many coins probably because he considers them medallic. I don't see any of the coins of the many SEDE VACANTE issue of many cities. Of course these are medallic talers BUT why could they not be sold in a separate section if necessary. I am going to lose my shirt on this second section and I don't like it at all.

I hope your Washington plan works out for your sake. If you can purchase the Boyd collection at a right price it would be fine but let me repeat not to do it until we have gone over it carefully. Boyd is a very shrewd party as you know and this type of material must be bought right or you will not make any money on it. It can't be sold advantageously in a hurry but must be fed into the market gradually and over a period of many months. This is just the opposite of what you need at this time.

As to my odd and curious collection, I am now in the process of mounting all the new purchases made in the past few years. As soon as I have finished and have added the new specimens to my catalogue I am going to have to do something about selling it, probably in 1958. Nate asked me not to do anything about it until I heard from him and I have made no effort but I cannot wait forever. The circumstances of the sale will have a lot to do with the price. I have over \$150,000.00 in this collection but if the right people will take it over so that it will be properly housed and displayed so that it will be available to students, the public, collectors etc the price can be arranged. If necessary I can always break it up but I much prefer not to. Even you have no idea what is in it and no one has ever seen it all.

As you know, I work on one thing until it begins to get tiring and then I go to something else for a change. I am making good progress on the West Indies with all rubbings finished of my own collection. Now I am adding reference numbers Woods, Mazard, V.G., Zay, J.Schulman (catalogues). Then they go to P.K. Anderson. From there I hope to see such collections as Fred Boyd, A.N.S. next will be Fridmore in Aden, British Museum and finally the pictures before going to London for publication. Take at least another year. Then too, I am writing a lot of letters as I would like to take Helen on a 4 months trip around the World late in 1957 or early in 1958. In the meantime I wish it were possible to spend a few months in New York not only to earn some money ( which is secondary) but also to see the West Indies in various collections.

I am planning on going to the Penn-Ohio affair in Cleveland April 12-14.

Don't blame you and Zita for wanting to live outside of New York. wonderful for business and excitement but a lousy place to live. Maybe you can find a small place in New England or Jersey later. Indidentally, Pittsburgh does NOT have smoke any longer. Believe it or not..it did ruin the retail soft coal business here BUT it sure has made a better, cleaner city.



I advised Harris to buy the New South Wales as he would not get one for less. I regretted taking the Ionian piece away from him but his bid was entirely too high and he can't have everything.

Thanks for the credit slip for \$46.48. Please send me what siege or counterstamped coins you get that you think will interest me. I had a funny experience at the Taff's sale. I bid on most of the West Indies and received a list and a letter saying the coins were coming by boat mail. I never got a single coin and when I wrote David personally he said "the American dealers were here and ran up all the prices" but has never explained why they sent me the invoice and said the coins were on the way. I would like to look over whatever you get for varieties.

In the sale Jan 25-26 LOT 2744 is worn and holed. I knew the circumstances of this lot so did not bid as I would not pay \$20 for a coin in this condition. Could you get this coin for me (if it wasn't sold) for \$10. I lack the 4 Real.

As to June auction, I could make up some lots but if I am to catalogue them so that you have no work except to number the lots I would not care to do so for less than a 15% commission with a 5% by-back. As you know I don't put high estimates so get few buy-backs. Better think this over as I prefer to keep what I have or sell them direct to a few selected friends I have supplied for years. Let me know as I will keep the lots for the Cleveland, Philadelphia conventions.

Best regards

Howard D. Gibbs

P.S.

When you get back to Pittsburgh please check your old correspondence and you will see that you and <sup>1</sup> had a 2% arrangement on the sale irrespective of what Leu would do. I am convinced that somewhere along the line, you must have misunderstood my writing because a friend like you would never at any time try to take a small commission away from anybody and certainly not from one of your best personal friends. Our friendship is worth a hell of a lot more than 280 dollars. But I agree we can walsys try to get it from Leu too.



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